



news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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JULY 1987 BILLINGS FOR METAL TREATING INDUSTRY UP 5.5% FROM JULY 1986

Total sales for July 1987 were \$40.0 million, compared to \$37.9 million in July 1986.

For the first seven months of 1987 billings reached \$293.2 million, an increase of 1.5% over the first seven months of 1986 which totaled \$288.9 million.

Two MTI districts declined from their July 1986 sales total; five districts were below their performance for the first seven months of 1986.

A summary of percentage change by geographic regions follows:

	District	Jul 87 vs. Jul 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	- 3.9	- 1.7
2	Middle Atlantic (NY-NJ-E. PA-MD)	3.0	- 4.2
3	South Central (W. PA-OH-IN-KY)	0.9	3.8
4	Michigan	- 5.5	- 5.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	2.7	- 0.1
6	North Central (IL-WI-MN-MO-IA)	20.1	9.4
7	Pacific Coast (CA-AZ-ORE-WASH)	7.6	2.9
8	Southwest (TX-OK-AR-CO-LA-UT)	29.9	- 1.3
9	Canada	1.0	3.8

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JULY, 1987

BILLINGS FOR MONTH

	Total Members ¹	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	37942.1	40034.5	5.5	100.0	100.0
Dist. 1	19	3045.5	2926.6	- 3.9	8.0	7.3
Dist. 2	42	3884.9	4002.0	3.0	10.2	10.0
Dist. 3	61	7207.7	7272.6	0.9	19.0	18.2
Dist. 4	32	4991.9	4716.9	- 5.5	13.2	11.8
Dist. 5	24	2147.4	2205.0	2.7	5.7	5.5
Dist. 6	50	6062.3	7281.9	20.1	16.0	18.2
Dist. 7	34	5430.1	5844.1	7.6	14.3	14.6
Dist. 8	22	1948.4	2530.4	29.9	5.1	6.3
Dist. 9	23	3223.8	3255.1	1.0	8.5	8.1
Foreign	10					

BILLINGS TO DATE

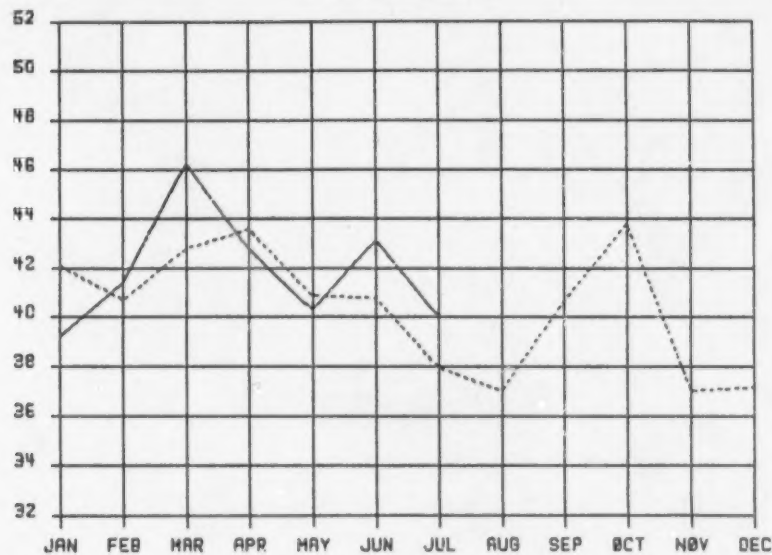
	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	288850.2	293224.7	1.5	100.0	100.0
Dist. 1	22919.2	22536.2	- 1.7	7.9	7.7
Dist. 2	31211.6	29902.0	- 4.2	10.8	10.2
Dist. 3	51239.5	53187.3	3.8	17.7	18.1
Dist. 4	39265.2	37024.4	- 5.7	13.6	12.6
Dist. 5	16320.4	16306.8	- 0.1	5.7	5.6
Dist. 6	48025.8	52527.8	9.4	16.6	17.9
Dist. 7	38782.1	39914.4	2.9	13.4	13.6
Dist. 8	16155.1	15952.3	- 1.3	5.6	5.4
Dist. 9	24931.4	25873.6	3.8	8.6	8.8

¹ Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87

MILLIONS

NATIONAL BILLINGS

1986 - - - -
1987 - - - -

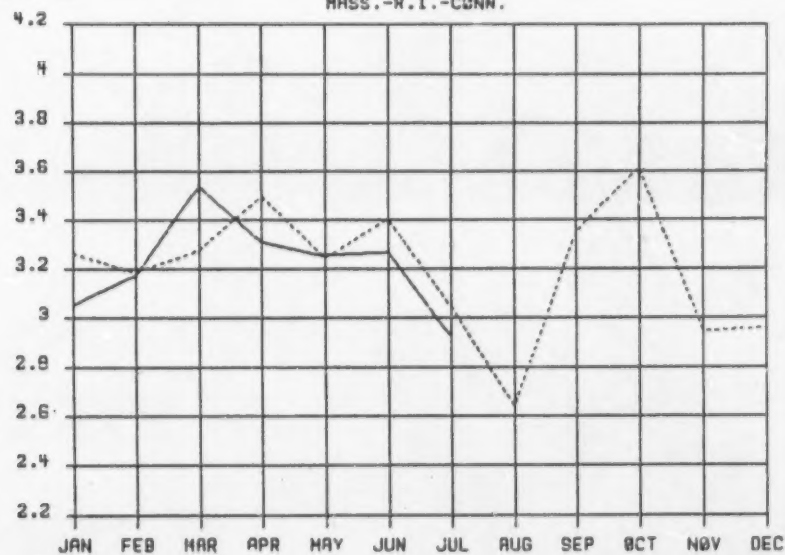


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	-6.9	1.7	8.1	-1.8	-1.3	5.8	5.5					
% Change	-6.9	-2.7	1.0	0.3	0.0	0.9	1.5					

MILLIONS

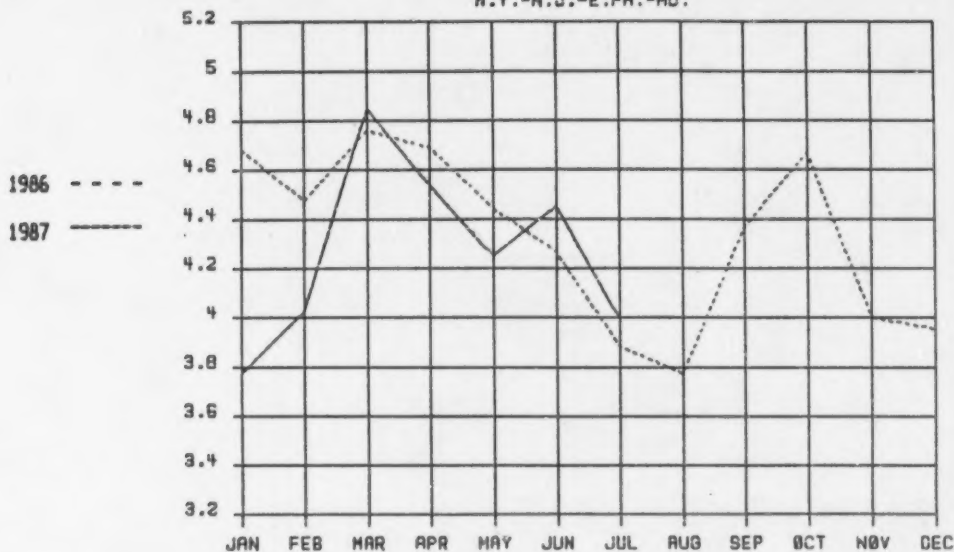
DISTRICT 1
MASS.-R.I.-CONN.

1986 - - - -
1987 - - - -



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	-6.4	-0.4	8.0	-5.3	0.4	-3.9	-3.9					
% Change	-6.4	-3.4	0.4	-1.1	-0.8	-1.3	-1.7					

MILLIONS

DISTRICT 2
N.Y.-N.J.-E.PA.-MD.

Gain or Loss

Monthly

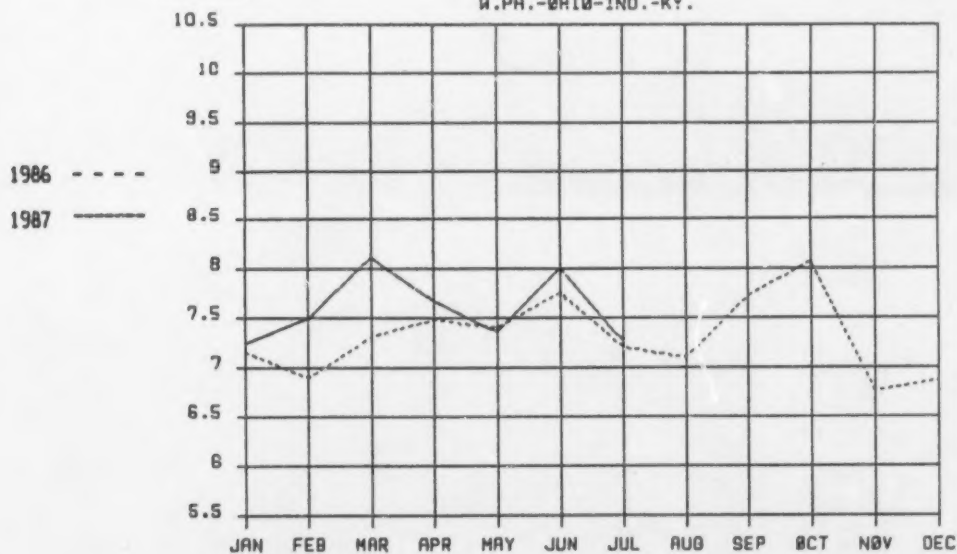
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-19.4	-10.0	1.8	-3.2	-4.3	4.3	3.0					

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-19.4	-14.8	-9.1	-7.6	-7.0	-5.2	-4.2					

MILLIONS

DISTRICT 3
W.PA.-OHIO-IND.-KY.

Gain or Loss

Monthly

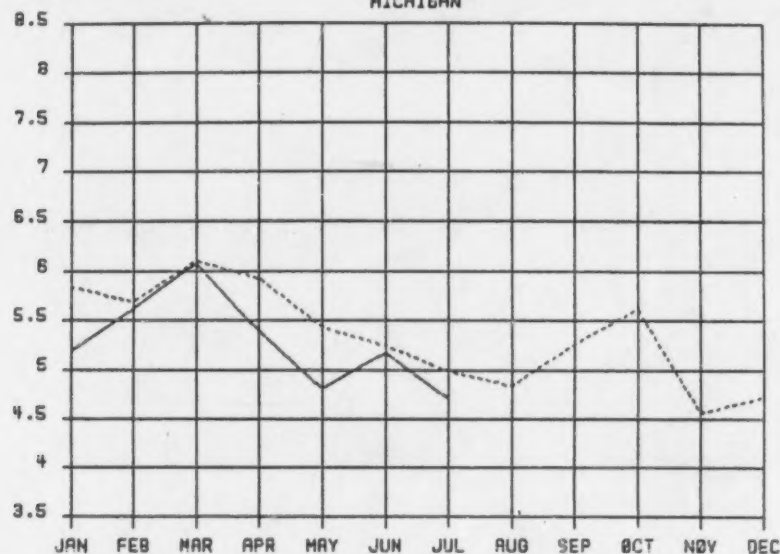
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
1.1	8.8	10.9	2.6	-0.6	3.2	0.9					

% Change

Cumulative

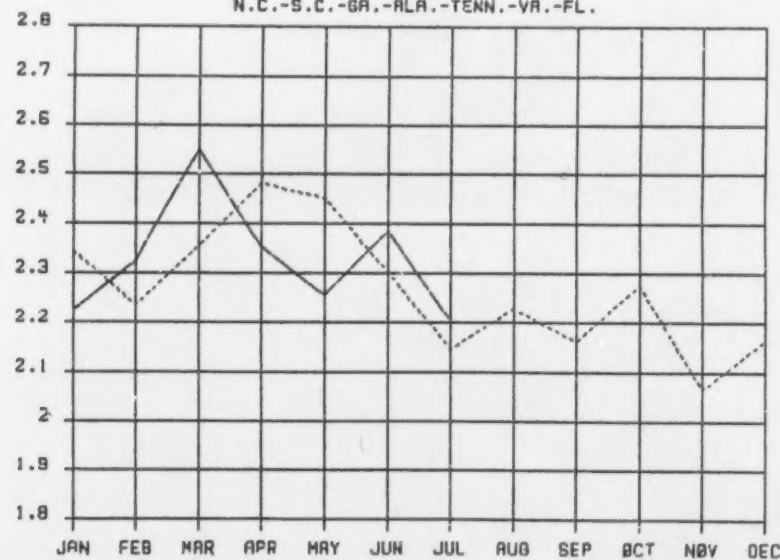
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
1.1	4.9	6.9	5.8	4.5	4.3	3.8					

MILLIONS

DISTRICT 4
MICHIGAN1986 - - - -
1987 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4	-5.5					
% Change Cumulative	-11.1	-6.2	-4.2	-5.4	-6.5	-5.7	-5.7					

MILLIONS

DISTRICT 5
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.1986 - - - -
1987 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6	2.7					
% Change Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5	-0.1					

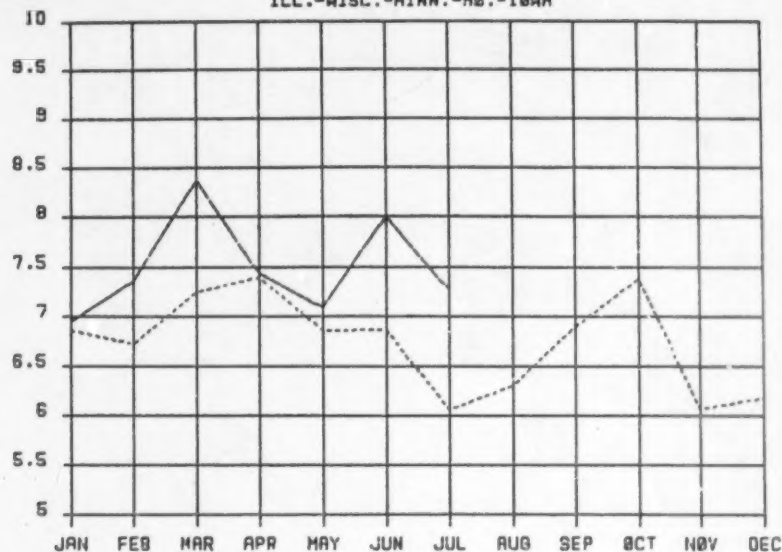
Gain or Loss

Monthly

% Change

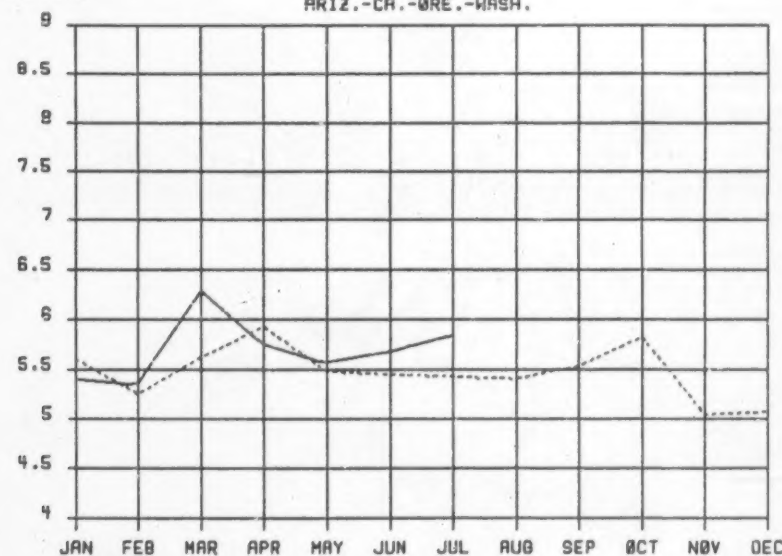
Cumulative

MILLIONS

DISTRICT 6
ILL.-WISC.-MINN.-MO.-IOWA1986 - - - -
1987 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	1.3	9.5	15.5	0.6	3.6	15.6	20.1					
% Change Cumulative	1.3	5.4	8.9	6.7	6.1	7.8	9.4					

MILLIONS

DISTRICT 7
ARIZ.-CA.-ORE.-WASH.1986 - - - -
1987 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-3.7	2.1	11.9	-3.0	1.7	4.3	7.6					
% Change Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2	2.9					

Gain or Loss

Monthly

% Change

Cumulative

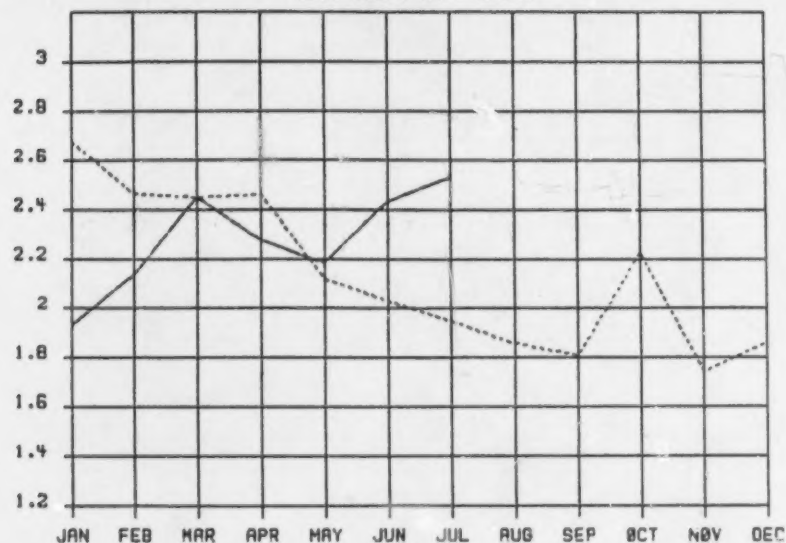
Gain or Loss

Monthly

% Change

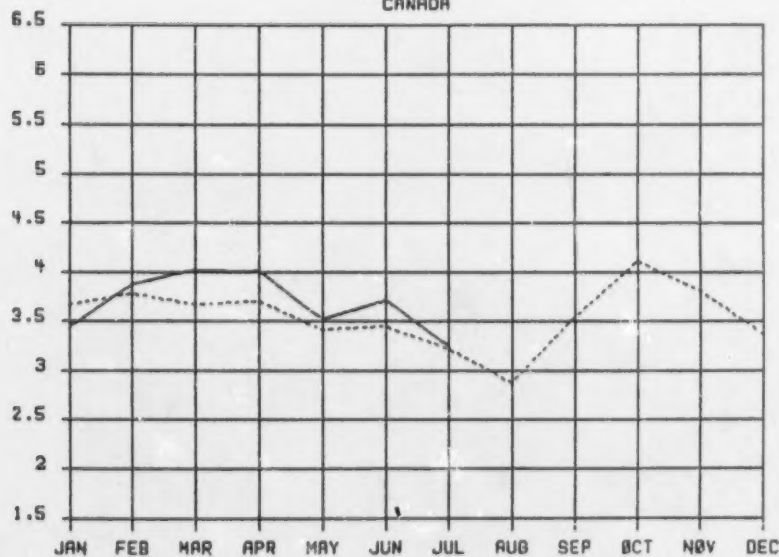
Cumulative

MILLIONS

DISTRICT 8
TEX.-OKLA.-ARK.-COLG.1986 - - - -
1987 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-28.0	-13.2	0.1	-7.4	3.1	19.7	29.9					
% Change Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5	-1.3					

MILLIONS

DISTRICT 9
CANADA1986 - - - -
1987 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-6.1	2.5	9.6	8.3	3.3	7.7	1.0					
% Change Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.2	3.8					

Gain or Loss

Monthly

% Change

Cumulative